



**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information terms and conditions, and up-to-date pricing and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven data base system. The INTERNET address for GSA Advantage!™ is www.GSAAdvantage.gov.

****Go to www.fss.gsa.gov/schedules. Find link to Ordering from GSA Schedules. Find link to Ordering procedures for services requiring a statement of work***.

**Schedule Title: HUMAN RESOURCES AND EQUAL EMPLOYMENT
OPPORTUNITY (EEO) SERVICES**

**Schedule No: 738 PART X
Contract Number: GS-02F-0183P**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at www.fss.gsa.gov.

Contract Period: 6/10/14 – 6/11/19

NewPoint Strategies, LLC

**1350 Beverly Road, Suite 115-164
McLean, VA 22101
(703) 405-7133 (p)
(703) 217-1377 (p)
(703) 860-4680 (fx)
karettahubbard@newpoint.biz
lrevocohen@newpoint.biz
www.newpoint.biz**

**Business Size: Small
Women Owned Business**

**SIN 595-25
Off-The-Shelf Training and Consulting
DUNS Number: 137200841**

CUSTOMER INFORMATION FOR ORDERING ACTIVITIES

- 1a. Table of Awarded Special Item Number(s):

SIN 595-25 – EEO Training and Consulting

This service involves the delivery of EEO off-the-shelf and customized off-the-shelf training and consultant services for the instruction and development of EEO training courses for all employees and supervisors, team leaders and others, on the policy of the Government.

SEE DESCRIPTION OF SERVICES AND PRICING ON Pps. 6-9.

- 1b. Description of job titles, experience, functional responsibility and education for employees and subcontractors who perform services are provided below.

Labor Category	Principal	Sr. Associate	Associate
Job Title:	Partner/Principal	Lead Consultant/Trainer	Consultant/Trainer
Experience:	20+ yrs Professional	15+ yrs. Professional	10+yrs. Professional
Functional Responsibility:	Oversee/Monitor	Consult/Analysis/Train	Train/Consult/Logistics
Education:	BA/BS/LLB to Masters	BA/BS/LLB to Masters	BA/BS Equivalent

SERVICES AND HOURLY PRICING ON Pps 7-8.

2. MAXIMUM ORDER: \$1,000,000
3. MINIMUM ORDER LIMITATION: \$100.00
4. GEOGRAPHIC COVERAGE (DELIVERY AREA): The 48 contiguous states, Alaska, Hawaii, Puerto Rico, and Washington, DC

5. Points of Production:

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101

6. Discount from list prices or statement of net prices: Net prices are included on this price list.

7. Quantity/Volume Discounts: New prices include discounts. See Pricing for Quick Points.

8. Prompt Payment Terms: 15 days-3%

9a. Government purchase cards are accepted at or below to the micro-purchase threshold of \$2,500.00

9b. Government purchase cards are accepted above the micro-purchase threshold of \$2,500.00

10. Foreign Items: N/A.

11a. Time of Delivery: 15 Days from Date of Award to Date of Delivery.

11b. Expedited Delivery. "Items available for expedited delivery are noted in this price list." under this heading. N/A

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery. N/A

11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery. N/A

12. F.O.B. point(s).

13a. Ordering address(es).

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address(es).

NewPoint Strategies, LLC
1350 Beverly Road, Suite 115-164
McLean, Virginia 22101

EFT, Cardinal Bank, McLean, VA 22101

15. Warranty provision.

16. Export packing charges, if applicable. N/A

17. Terms and conditions of Government purchase card acceptance (any threshold holds above the micro-purchase level).

18. Terms and conditions of rental, maintenance, and repair (if applicable). N/A

19. Terms and conditions of installation (if applicable). N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). N/A

20a. Terms and conditions for any other services (if applicable). N/A

21. List of service and distribution points (if applicable). N/A

22. List of participating dealers (if applicable). N/A

23. Preventive maintenance (if applicable). N/A

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). N/A

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. : All on-line training is 508 compliant.

25. Data Universal Number System (DUNS) number: 137200841

26. Notification regarding registration in Central Contractor Registration (CCR) database: NewPoint Strategies, LLC is registered in the Central Contractor Registration (CCR) database and is SAM compliant. Cage #3QXS6.

DESCRIPTION OF NEWPOINT'S SIN 595-25

NewPoint Strategies, LLC provides classroom training, on-line training and consulting in **EEO/Diversity and Inclusion/Cross-Cultural Training/Mediation/Alternative Dispute Resolution, Harassment Prevention, Sexual Assault Prevention, Employee Relations and a whole range of related “high-risk” employment issues**. NewPoint's extensive track record in these areas helps us to work closely with our clients to *form a partnership to develop the next generation of learning solutions*.

Lynne Revo-Cohen and Karetta Hubbard are founding partners and principals. For more than twenty years they have been recognized experts in the field of diversity. Both are internationally known business leaders, accomplished authors, lecturers and consultants. Together, they conceived and developed an innovative technological solution called **Quick Points** to provide web-based training on high-risk workplace issues to their clients.

NewPoint is well known for its innovative, creative and unique approach to classroom and on-line training. Our training programs allow the participants to understand complex, multi-cultural issues and provide a forum for employees, supervisors and managers not only to learn but practice the important lessons and communication skills embedded in our programs.

Our CD Rom and on-line products offer a user-friendly, interactive, “state-of-the-art” e-learning alternative and/or reinforcement to classroom training. Students learn key concepts in short, engaging, multi-media vignettes called “Quick Points”. Our programs are designed to provide cultural and linguistic competency training for professionals interacting with people from different cultures and with limited English language proficiency.

The principals and key consultants that form NewPoint have provided training to thousands of managers, supervisors and employees working in a wide range of organizations - from Fortune 500 corporations, to government agencies, and small to mid-size companies. For the past 20 years they have provided consulting services to over 250 clients throughout the world.

TRAINING AND CONSULTING

This service involves the delivery of EEO off-the-shelf and customized off-the-shelf training and consultant services for the instruction and development of EEO training courses for all employees and supervisors, team leaders and others, on the policy of the Government. The cost also includes all training materials.

Description of job titles, experience, functional responsibility and education for employees and subcontractors who perform services are provided below.

Labor Category	Principal	Sr. Associate	Associate
Job Title:	Partner/Principal	Lead Consultant/Trainer	Consultant/Trainer
Experience:	20+ yrs Professional	15+ yrs. Professional	10+yrs. Professional
Functional Responsibility:	Oversee/Monitor	Consult/Analysis/Train	Train/Consult/Logistics
Education:	BA/BS/LLB to Masters	BA/BS/LLB to Masters	BA/BS Equivalent

OFF-THE-SHELF TRAINING (SIN 595-25) PRICES

Prices are for each **one day** of Training – up to 30 maximum students in each class.
Courses may be customized for two days or more depending upon the agencies needs.

Course Title	6/10/14-6/11/15	6/10/15-6/11/16	6/10/16-6/11/17	6/10/17-6/11/18	6/10/18-6/11/19
EEO	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
EEO for Managers and Supervisors	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Diversity and Inclusion	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Sexual Harassment Prevention	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
General Harassment Prevention	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Sexual Assault Prevention	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Sexual Assault Prevention for Leaders	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Sexual Assault Bystander Intervention	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Affirmative Employment Programs	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Working Effectively in a Multicultural Environment	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Cross Cultural Effectiveness	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Gender Awareness	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Dealing with Difficult People & Conversations in a Diverse Workplace	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Team Building	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Communication Skills	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Preventing Work Place Violence	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066

Consensus Building	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Mediation and Alternative Dispute Resolution	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Do's & Don'ts of Hiring & Firing	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Train the Trainer	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066
Employee Relations	\$3,526	\$3,654	\$3,787	\$3,924	\$4,066

CUSTOMIZED OFF-THE-SHELF TRAINING (6) (SIN 595-25) PRICES

To customize the off-the-shelf training, we charge **by the hour** as follows:

	6/10/14- 6/11/15	6/10/15- 6/11/16	6/10/16- 6/11/17	6/10/17- 6/11/18	6/10/18 6/11/19
Principal	\$287	\$297	\$308	\$319	\$331
Sr. Assoc.	\$260	\$270	\$280	\$290	\$301
Assoc.	\$192	\$199	\$206	\$213	\$221

WEB-BASED TRAINING

NewPoint Strategies offers comprehensive web-based training and “QuickPoints” as an alternative e-learning strategy to supplement other training vehicles. NewPoint offers a full range of online training to support and reinforce our classroom training and consulting. Methods of delivery include standard web based course, webinars and responsive mobile web apps that delivery training to smartphones, tablets, laptops and other mobile applications. Delivery can be through client servers or cloud technology

We utilize a variety for formats from short 3-5 minute multimedia scenarios on one specific learning point to longer versions that combine several learning points on a wide range of training issues.

- Learners view the video/or picture, and then they are asked to answer questions about the best course of action and they are given feedback on their answers.
- Learners are then given the lesson to be learned about this scenario along with other interesting and relevant information as it relates to the agency.
- Learners are then asked to provide feedback to management about the issue at hand, their point of view or observations about how such issues are managed at the agency. Such feedback includes: alerts, tips and requests for help on critical, time -sensitive issues or incidents.

- Content is flexible to client needs in all areas of expertise – diversity, cross-cultural training, harassment prevention, sexual assault prevention, conflict management, employee relations, EEO, mediation, work place violence, and Alternative Dispute Resolution

QUICK POINTS: The following prices reflect 52 Quick Points per year per individual user:

	6/10/14-6/11/15	6/10/15-6/11/16	6/10/16-6/11/17	6/10/17-6/11/18	6/10/18-6/11/19
Less than 2,500 employees (users)	\$15.00	\$16.00	\$17.00	\$18.00	\$19.00
More than 2,500 employees (users)	\$12.00	\$13.00	\$14.00	\$15.00	\$16.00

EEO INVESTIGATIONS

NewPoint offers the full range of EEO Investigations from individual cases with a single issue complaint, additional issues, and continuing violations, to consolidated cases with a single issue complaint, additional issues and continuing violations. We have an expert team of over 10 fully credentialed EEO investigators and work with many Federal agencies at locations throughout the country.

EEO INVESTIGATIONS (SIN 595-25) PRICES

Special Item Number (SIN) 595-25	6/10/14-6/11/15	6/10/15-6/11/16	6/10/16-6/11/17	6/10/17-6/11/18	6/10/18-6/11/19
Individual Case – One Issue	\$4,044	\$4,191	\$4,343	\$4,501	\$4,664
Individual Case – Per Additional Issue	\$ 238	\$ 247	\$ 256	\$ 265	\$ 275
Individual Case – Continuing Violation	\$4,756	\$4,928	\$5,107	\$5,292	\$5,484
Consolidated Case – One Issue	\$5,054	\$5,237	\$5,427	\$5,624	\$5,828
Consolidated Case – Per Additional Issue	\$ 297	\$ 308	\$ 319	\$ 331	\$ 343
Consolidated Case-Continuing Violation	\$5,410	\$5,606	\$5,809	\$6,020	\$6,238
Additional Copies of Investigation Report	\$.17	\$.18	\$.19	\$.20	\$.21

DISCOUNT/PRICING CHART

Pricing Format for Services

Prices are for each **one-day** of Training – up to 30 maximum students in each class.

Courses may be customized for two days or more depending upon the agencies needs.

[illegible]

PLEASE NOTE THIS PRICE PROPOSAL IS BASED UPON MARKET RATES.

***Training prices include all training participant manuals.**

(1) Courses may be customized for two days or more days depending upon the agencies needs.